MINUTES OF THE MEETING
OF THE BOARD OF DIRECTORS OF
POINT FOUNDATION

A meeting of the Board of Directors of POINT FOUNDATION, a California non-profit corporation, was held on October 4,1984 at the principal office of the corporation, 27 Gate Five Road, Sausalito, California, pursuant written notice.

| | |
|---|---|
| Directors present: | Stewart Brand<br>Alan Rothenberg |
| Directors absent: | Paul Hawken<br>Huey Johnson<br>Doug Carlston |
| Others present: | Irmine Steltzner |

1. Minutes of July 26, 1984 meeting approved as written.

2. Presidents report on progress:
Stewart Brand reported that the proposed reduction in expenses has not occured. Instead four major sources of income are underway, to wit:
(a) "The Essential Whole Earth Catalog"- to be a pocket-book, completely updated & condensed. Final draft near completion to go to John Brockman. He will put it out for auction in January '85 aiming for an advance of $300,000-$500,000; half in November '84 and half in March '85. Production would be outside, Stewart Brand editor, Jay Baldwin managing editor, finished by March '85 and on the market in June '85. This project has low staff needs.

(b) NETI: A corporation in Toronto, Canada is starting local telephone computor networks and wants to fund us to do one of the first. The object is to provide local, inexpensive ($3.00 hour) service. They have approached WESC to handle a local 40 phone line telephone system. WESC will operate on NETI hardware (VAX 750) and software. WESC is asking for a $140,000 advance: parcelled $60,000, 20,000 and then $10,000 monthly. NETI plans to finance this idea and WESC will test it. The telecommunicating ability and editorial taste and vigor are the valuable assets of WESC. This will require one or two additional personell and utilize Matt McClure and Art Kleiner.
Alan Rothenberg played the Doubting Thomas (Devil"s Advocate?) and has mixed feelings about the project since it could have a negative cash flow.

(c)United Features Syndication for the Whole Earth Review column. David Cohn is heading this project, no new staffing required, aiming at 100-200 papers which would produce an income of $100,000-200,000 per year with few new expenses. We have a six month backlog inventory of proven columns from the Chronicle.

(d)BEST OF CQ: North Point Press wants to publish two volumns of the best of CQ. This will produce a small income,

use no personell, and be a good thing.

Additional Project:

HACKERS CONFERENCE: A three day conference will be held at Fort Chronkite Nov. 9, 10, & 11, 1984. Three generations of hackers will attend (150 persons). Doubleday is assisting with expenses ($5000.00) to promote the WESCatalog and Steven Levy's book "Hackers".

SB is requesting a sabbatical year starting April 1985...paid if we can afford it, scheduled to minimize impact on new projects.

3. There being no further business to come before the Board the meeting was adjorned.

The next meeting, a consequential one, will be Jan. 10, 1985

Respectfully submitted,

Irmine Steltzner

Irmine Steltzner is taking a leave of absence, LYNN GRAY will act as Recoding Secretary in her absence.

THE LONDON & SAN FRANCISCO, COMPANY, LTD.

ALAN E. ROTHENBERG
PRESIDENT

October 22, 1984

Mr. Stuart Brand
The Point Foundation
27 Gate 5 Road
Sausalito, CA

Dear Stuart:

The arrival of the minutes of the October 4th meeting reminded me to confirm my intention to leave the Point Board.

When I joined the Board a year or so ago, I felt that you needed some help in trying to get the house in order. Now that the house is taking shape and is likely to be living in somewhat reduced circumstances, I think the real challenge before you is to attract to the Board people who share your aspirations for a stream of projects and publications to challenge mankind to think. I feel I have much too conventional a character to be of much service in this next chapter.

I would suggest as a possible replacement Marty Rosen, the President of The Trust for Public Land. Marty, I think, would not only fill in my dotting the "i" and crossing the "t" role, but I think would share in your intellectual whimsy.

It has been fun serving on the Board, and I thank you for the opportunity to help contribute to Point's progress.

Best wishes for a successful software catalog sale,

Alan

400 CALIFORNIA STREET • SAN FRANCISCO 94104 • (415) 765-3200

*John C. Dvorak*

# A BLITZ OF COMPUTER BOOKS

Recently, Prentice-Hall said an inordinate number of computer book returns caused a **slump** in its profit picture.

A **deluge** of computer books is hitting the market, and the big New York publishers are worried about it. Unfortunately, most of the houses react instead of plan. So when sales go down they all cancel books **helter-skelter**, and when sales go up they all start projects like madmen.

Publishers fall into three categories. One group already knows what kind of money can be made in the business and is responsible for the deluge. A second group knows there is long-term stability and simply **ignores** the glut. A **namby-pamby** and reactionary third group senses it should somehow position itself, but nervously can't seem to settle down. The deluge bothers this group the most.

The irony is that the deluge may be a **ploy.** Prentice-Hall (with its Brady and Reston subdivisions) and McGraw-Hill (with its Byte Books and Osborne/McGraw-Hill divisions) have cleaned up over the past couple of years by **selling tons** of computer books.

When the Babe Ruth-like **heavy hitters** such as Simon & Schuster, Doubleday, Warner, and others showed signs of entering the market (with marketing clout), thus drawing every other publisher with them, Prentice-Hall and McGraw-Hill simultaneously went about finding **anyone who could grunt** and talked them into writing books. Although a lot of good books come from the pens of a few grunters, most books are padded rehashes of previous works. Yeah, I know, there are plenty of quality writers, too!

Meanwhile, successful small presses such as Sybex followed Prentice-Hall and McGraw-Hill by jumping in with lots of new titles.

This creates what may well be **planned confusion** designed to **confound** the market and the more cautious New York publishers. It's a kind of diversionary tactic, mostly from Prentice-Hall. The firm is dead serious about this industry, and historically has served the industry's technical needs. Prentice-Hall sees the competition as **undedicated Johnny-come-latelies** intent on reaping the benefits from the market largely created by Prentice-Hall and McGraw-Hill.

So a **kamikaze blitz** of books should screw up the market long enough to allow Prentice-Hall to maintain its market hegemony.

For how long? It depends on what happens this autumn.

Last year, when the **notorious** authors' agent John Brockman started to heat things up with big book deals, I discussed the future of the computer book business with some friends and developed a singular theory. Then, I felt the future of computer books as a "hot" business would depend on the sales figures of a couple of the biggest deals — especially Stewart Brand's *Whole Earth Software Book.*

***Stewart Brand, another computer novice, can be a real charmer.***

Remember that Doubleday advanced **$1.3 million** for that one book. Doubleday needs to sell hundreds of thousands of copies just to break even. If it does (I think it will if the book is halfway decent), then we will see a **second wave** of deals even bigger than before. This will happen because Doubleday will have to **spend a fortune** on advertising, which coincidentally will refocus the public's attention on the computer boom. This will, in turn, increase sales of *all* computer-related books. Thus the impetus to begin a new round of big deals.

Couple the Brand book with other Doubleday offerings, namely Steve Levy's *Hackers,* Peter McWilliams' *The Personal Computer Book,* and Bill Bates' new *Computer Cookbook,* and you have a core of quality books that will refocus public attention.

This whole scenario will be capped by a **road show** from Doubleday. It will send McWilliams, Levy, and Brand around the country to hype their respective books. This could **backfire,** though, **and ruin** the industry's image.

How? Because Doubleday didn't include Bates on the tour. Bates is the only brand name writer technically expert enough to promote the computer revolution properly.

Levy, a computer novice but probably the best writer of us all, **intensely dislikes** being included in the legions of "technology" writers. His need to be a literary giant is reflected in his work and his "Who cares about these computers?" attitude. On a TV talk show this will appear as obnoxious glibness if he is not careful.

Brand, another computer novice, can be a real charmer. His flashy smile and friendly face can easily turn into the demeanor of a rigid, uncompromising, intolerant, and **stern father figure,** not an endearing personality. Doubleday wants brand name Brand on the tour; it should be sending Art Kleiner, the editor of the *Whole Earth Software Book.* Kleiner is a computer fanatic and a good communicator, although I'm not sure that he would perform well on TV if his boss (Brand) were present.

So that leaves good old McWilliams, who, incidentally, is a member of Dvorak's Delphi. McWilliams is one of those guys who, for some unknown reason, brags that he can't write a line of Basic code. While *not* being able to do something is hardly an accomplishment, McWilliams' **bravado and aggression** will surely dominate the likes of Levy and Brand (unless a Brand scowl can make McWilliams cringe).

So it might become the Peter McWilliams show, much to his benefit.

This wouldn't happen with Bates on the tour. Bates is not only articulate and literate but also a technical whiz. Yes, he actually designs his own circuits, writes **machine code,** and wire-wraps computer kits. His degrees are in computer science and journalism — the only guy I know with credentials like that.

We will see what happens — the direction of the book business is at stake.□

# Books of The Times

By Christopher Lehmann-Haupt

*WHOLE EARTH SOFTWARE CATALOG. Stewart Brand, editor in chief. 208 pages. Illustrated. Quantum/Doubleday. $17.50.*

YES, it's true that Stewart Brand received a $1.3 million advance to produce the "Whole Earth Software Catalog." With typical and becoming candor, Mr. Brand not only confirms the fact in these pages, but reveals where the money went, as well as how many copies of the "Catalog" will have to be sold — 540,000 — "before we see any income beyond the advance." As Mr. Brand concludes, the advantage to the reader of Doubleday's handsome advance going to Mr. Brand's nonprofit foundation called Point "is that all of the money was to work on the research and publications; nobody got rich."

•

Nobody got rich financially, that is. Any reader who reads the "Catalog" will get rich in computer information. It was brilliantly logical of Doubleday to underwrite Stewart Brand. As the founder and editor of "The Whole Earth Catalog" and its various permutations, Mr. Brand is an expert on tools, and, as he says in his Introduction to the present catalogue, computers are such effective tools that with the advent of "personal computers came a shift in the power balance" between individuals and institutions.

"It may be that more accumulated code is stirring in the interests of individuals now than in the interests of institutions," he writes, meaning, I assume, that the total lineage of programs for personal computers now exceeds what mainframes are using, which is surprising but plausible. "It may be that more significant invention is coming from the hands of individuals," he continues. "That's news that stays news, and good news at that. But there's a hilarious obstacle. For new computer users these days the most daunting task is not learning how to use the machine but shopping. Hence this book."

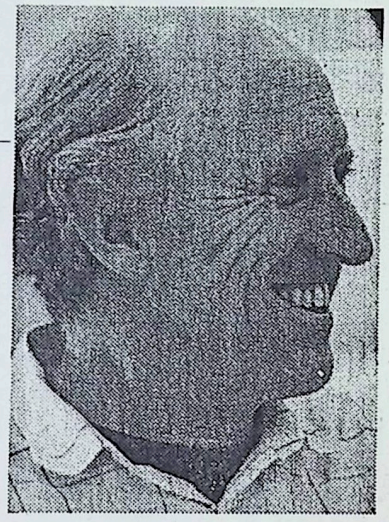
So the "Catalog" is above all a shopping guide, telling us what to buy in the way of hardware, software, books, magazines and related products and services; telling us where to buy them and how. It divides up the world of computer skills into Playing, Writing, Analyzing, Organizing, Accounting, Managing, Drawing, Telecommunicating, Learning and "Et Cetera." In each section, a "domain editor" records his own and other experts reactions to the various products. All together, over 400 items are reviewed and recommended. The "Catalog" will be updated yearly, and in the intervals will be supported by a quarterly magazine, the Whole Earth Software Review, which is shamelessly recommended in these pages and has already appeared in three issues.

I believe a novice could learn from these pages what a computer is. But the greater appeal is to what might be called the computer hedgehog — the person who knows only one machine, or one activity, or one set of programs. That defines most of us. An adage in computing holds that people swear by whatever they learn first, no matter how unwieldy it may turn out to be in the larger scheme of things. We move in burrows. Apple users meet only other Apple users. IBM PCniks learn more and more about the IBM PC.

The exciting thing about the "Whole Earth Software Catalog" is that a processor of words can learn what a spreadsheet is, or a Data Base Management System, or CAD — Computer-Aided Design. I grew so intoxicated by my browsing that I found myself desperately wanting a dozen programs I couldn't possibly find a practical use for — Open Access, for example, which permits you to project three-dimensional graphs, among other things; or Easel, which for $2,500 allows you paint on screen with 16-million colors, 4,096 of them simultaneously.

After a while, I forgot the catalogue's soundest piece of advice, which is to "acquire as little software as you can get by with, and stick with it." As Mr. Brand continues: "It's easy to get so caught up in the constant rush of improvements and 'next generations' in the software market that you wind up forever getting ready to work instead of working." Right!

But this catalogue is not entirely helpful in that respect, with its color reproduction of Flight Simulator, a program that puts you at the controls of an airplane, or its praise of computer games as the ideal in "self-evident" program design. "Elements that you will find in business application programs years from now," writes Mr. Brand, "are evolving in bright colors before your eyes in software like PINBALL CONSTRUCTION SET (p. 36) and CHOPLIFTER! (p. 35)."



Stewart Brand

I even began to regret my marriage to a Kaypro, with its monochrome screen and an 8-bit operating system for which not all that many programs are being written any more. Maybe my children could use an IBM PCjr, or at least a Commodore 64, I began to speculate. Would a digitizing tablet, for doing precision graphics, be tax deductible?

•

I almost came to my senses when I got to the final page of the catalogue and was reminded that the "workhorse" for producing this book was — what else? — a Kaypro. For the moment I felt satisfied with my lot. But the raptures of the deep began to lure me again. I need a KoalaPad, for drawing with a stylus or my finger, and a new computer to run it on. I need Moviemaker, Real Estate Consultant, The Master Builder, and The Desk Organizer. I could use Master Tax Planner, Thinktank (for organizing one's thoughts), Winning on Wall Street, and Julius Irving & Larry Bird Go One on One. I really *need* these things. Who says computing is a tool? I say it's an end in itself — quantified narcissism disguised as productive activity.

NETI LOCAL AREA CONFERENCING SYSTEM
PROPOSED BUDGET

| | Oct | Nov | Dec | Jan | Feb |
|---|---|---|---|---|---|
| Assumptions: | | | | | |
| Number of users | 60 | 120 | 240 | 360 | 480 |
| Number of phone lines | 2 | 3 | 5 | 8 | 10 |
| Number of modems | 2 | 3 | 5 | 8 | 10 |
| Hourly charge | 3 | | | | |
| Hours/month/user | 9 | | | | |
| Number of vendors | 0 | 1 | 2 | 3 | 4 |
| Monthly vendor fee | 100 | | | | |
| INCOME | | | | | |
| User fees | 1620 | 3240 | 6480 | 9720 | 12960 |
| Commissions on sales | | 100 | 150 | 200 | 250 |
| Vendors' permits | | 100 | 200 | 300 | 400 |
| Online class tuition | | | | 100 | 100 |
| Capitalization | 60000 | 20000 | 10000 | 10000 | 10000 |
| Total | 61620 | 23440 | 16830 | 20320 | 23710 |
| EXPENSES | | | | | |
| Telephone | 1360 | 1440 | 1600 | 1840 | 2000 |
| Modems | 1000 | 500 | 1000 | 1500 | 1000 |
| Marketing | | | | | |
| Brochures | 7500 | | | | |
| Sign-up kits | 7500 | | | | |
| Travel, entertainment | 300 | 300 | 300 | 300 | 300 |
| Direct mail | 2000 | 1000 | 1000 | 1000 | 1000 |
| Overhead | | | | | |
| Office space | 3500 | 3500 | 3500 | 3500 | 3500 |
| Administrative overhead | 1000 | 1000 | 1000 | 1000 | 1000 |
| Utilities | 350 | 350 | 350 | 350 | 350 |
| Office supplies | 300 | 300 | 300 | 300 | 300 |
| Computer supplies | 250 | 250 | 250 | 250 | 250 |
| Research materials | 100 | 100 | 100 | 100 | 100 |
| Postage | 500 | 500 | 500 | 500 | 500 |
| Insurance | 500 | 500 | 500 | 500 | 500 |
| Legal/professional | 200 | 200 | 200 | 200 | 200 |
| Salaries | | | | | |
| Sysop | 3000 | 3000 | 3000 | 3000 | 3000 |
| Sales | 2000 | 2000 | 2000 | 2000 | 2000 |
| Promotion | 2000 | 2000 | 1000 | 1000 | 1000 |
| Research/database | 2000 | 2000 | 2000 | 2000 | 2000 |
| Office manager | 2000 | 2000 | 2000 | 2000 | 2000 |
| Maintenance/computer,office | 2000 | 2000 | 2000 | 2000 | 2000 |
| Conference leader fees | 2000 | 2000 | 2000 | 2000 | 2000 |
| Usage commissions | 162 | 324 | 648 | 972 | 1296 |
| Total Expenses | 41522 | 25264 | 25248 | 26312 | 26296 |
| Profit/(loss) | 20098 | -1824 | -8418 | -5992 | -2586 |
| Cumulative profit/loss | 20098 | 18274 | 9856 | 3864 | 1278 |

| Mar | Apr | May | Jun | Jul | Aug | Sep | Year1 |
|---|---|---|---|---|---|---|---|
| 600 | 720 | 840 | 960 | 1080 | 1200 | 1320 | 7980 |
| 13 | 15 | 17 | 20 | 22 | 25 | 27 | 160 |
| 13 | 15 | 17 | 20 | 22 | 25 | 27 | 160 |
| 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 |
| 16200 | 19440 | 22680 | 25920 | 29160 | 32400 | 35640 | 215460 |
| 300 | 350 | 400 | 450 | 500 | 550 | 600 | 3850 |
| 400 | 400 | 400 | 400 | 400 | 500 | 500 | 4000 |
| 100 | 100 | 150 | 150 | 200 | 200 | 250 | 1350 |
| 10000 | 10000 | 10000 | | | | | 140000 |
| 27000 | 30290 | 33630 | 26920 | 30260 | 33650 | 36990 | 364660 |
| 2240 | 2400 | 2560 | 2800 | 2960 | 3200 | 3360 | 27760 |
| 1500 | 1000 | 1000 | 1500 | 1000 | 1500 | 1000 | 13500 |
| | | | | | | | 7500 |
| | | | | | | | 7500 |
| 300 | 300 | 300 | 300 | 300 | 300 | 300 | 3600 |
| 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 13000 |
| 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 42000 |
| 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 12000 |
| 350 | 350 | 350 | 350 | 350 | 350 | 350 | 4200 |
| 300 | 300 | 300 | 300 | 300 | 300 | 300 | 3600 |
| 250 | 250 | 250 | 250 | 250 | 250 | 250 | 3000 |
| 100 | 100 | 100 | 100 | 100 | 100 | 100 | 1200 |
| 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6000 |
| 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6000 |
| 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2400 |
| 3000 | 3000 | 3000 | 3000 | 3000 | 3000 | 3000 | 36000 |
| 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 24000 |
| 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 14000 |
| 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 24000 |
| 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 24000 |
| 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 24000 |
| 2000 | 3000 | 3000 | 3000 | 3000 | 3000 | 3000 | 30000 |
| 1620 | 1944 | 2268 | 2592 | 2916 | 3240 | 3564 | 21546 |
| 27360 | 28344 | 28828 | 29892 | 29876 | 30940 | 30924 | 350806 |
| -360 | 1946 | 4802 | -2972 | 384 | 2710 | 6066 | 13854 |
| 918 | 2864 | 7666 | 4694 | 5078 | 7788 | 13854 | 13854 |

| Oct | Nov | Dec | Jan | Feb | Mar | Apr | May |
|---|---|---|---|---|---|---|---|
| 1440 | 1560 | 1680 | 1800 | 1920 | 2000 | 2000 | 2000 |
| 29 | 32 | 34 | 37 | 39 | 41 | 41 | 41 |
| 29 | 32 | 34 | 37 | 39 | 41 | 41 | 41 |
| | | | | | | | |
| 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 |
| | | | | | | | |
| 38880 | 42120 | 45360 | 48600 | 51840 | 54000 | 54000 | 54000 |
| 650 | 715 | 787 | 865 | 952 | 1047 | 1152 | 1267 |
| 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 |
| 250 | 250 | 250 | 300 | 300 | 300 | 350 | 350 |
| | | | | | | | |
| 40380 | 43685 | 46997 | 50365 | 53692 | 55947 | 56102 | 56217 |
| | | | | | | | |
| 3520 | 3760 | 3920 | 4160 | 4320 | 4480 | 4480 | 4480 |
| 1000 | 1500 | 1000 | 1500 | 1000 | 1000 | | |
| | | | | | | | |
| 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 |
| 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 |
| | | | | | | | |
| 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 | 3500 |
| 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 |
| 350 | 350 | 350 | 350 | 350 | 350 | 350 | 350 |
| 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 |
| 250 | 250 | 250 | 250 | 250 | 250 | 250 | 250 |
| 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 |
| 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 |
| 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 |
| | | | | | | | |
| 3300 | 3300 | 3300 | 3300 | 3300 | 3300 | 3300 | 3300 |
| 2500 | 2500 | 2500 | 2500 | 2500 | 2500 | 2500 | 2500 |
| 1500 | 1500 | 1500 | 1500 | 1500 | 1500 | 1500 | 1500 |
| 2500 | 2500 | 2500 | 2500 | 2500 | 2500 | 2500 | 2500 |
| 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 |
| 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 |
| 4500 | 4500 | 4500 | 4500 | 4500 | 4500 | 4500 | 4500 |
| 3888 | 4212 | 4536 | 4860 | 5184 | 5400 | 5400 | 5400 |
| | | | | | | | |
| 34708 | 35772 | 35756 | 36820 | 36804 | 37180 | 36180 | 36180 |
| 5672 | 7913 | 11241 | 13545 | 16888 | 18767 | 19922 | 20037 |
| 19526 | 27439 | 38680 | 52225 | 69112 | 87879 | 107801 | 127837 |

| Jun | Jul | Aug | Sep | Year 2 | 2 yrs |
|---|---|---|---|---|---|
| 2000 | 2000 | 2000 | 2000 | 2000 | |
| 41 | 41 | 41 | 41 | 40 | |
| 41 | 41 | 41 | 41 | 40 | |
| | | | | | |
| 6 | 6 | 6 | 6 | 41 | |
| | | | | | |
| 54000 | 54000 | 54000 | 54000 | 604800 | 820260 |
| 1393 | 1533 | 1686 | 1855 | 13900 | 17750 |
| 600 | 600 | 600 | 600 | 7200 | 11200 |
| 350 | 400 | 400 | 400 | 3900 | 5250 |
| | | | | | 140000 |
| 56343 | 56533 | 56686 | 56855 | 629800 | 994460 |
| | | | | | |
| 4480 | 4480 | 4480 | 4480 | 51040 | 78800 |
| | | | | 7000 | 20500 |
| | | | | | |
| | | | | | 7500 |
| | | | | | 7500 |
| 300 | 300 | 300 | 300 | 3600 | 7200 |
| 1000 | 1000 | 1000 | 1000 | 12000 | 25000 |
| | | | | | |
| 3500 | 3500 | 3500 | 3500 | 42000 | 84000 |
| 1000 | 1000 | 1000 | 1000 | 12000 | 24000 |
| 350 | 350 | 350 | 350 | 4200 | 8400 |
| 300 | 300 | 300 | 300 | 3600 | 7200 |
| 250 | 250 | 250 | 250 | 3000 | 6000 |
| 100 | 100 | 100 | 100 | 1200 | 2400 |
| 500 | 500 | 500 | 500 | 6000 | 12000 |
| 500 | 500 | 500 | 500 | 6000 | 12000 |
| 200 | 200 | 200 | 200 | 2400 | 4800 |
| | | | | | |
| 3300 | 3300 | 3300 | 3300 | 39600 | 75600 |
| 2500 | 2500 | 2500 | 2500 | 30000 | 54000 |
| 1500 | 1500 | 1500 | 1500 | 18000 | 32000 |
| 2500 | 2500 | 2500 | 2500 | 30000 | 54000 |
| 2000 | 2000 | 2000 | 2000 | 24000 | 48000 |
| 2000 | 2000 | 2000 | 2000 | 24000 | 48000 |
| 9000 | 9000 | 9000 | 9000 | 72000 | 102000 |
| 5400 | 5400 | 5400 | 5400 | 60480 | 82026 |
| | | | | | |
| 40680 | 40680 | 40680 | 40680 | 452120 | 802926 |
| 15663 | 15853 | 16006 | 16175 | 177680 | 191534 |
| 143501 | 159353 | 175359 | 191534 | 191534 | 191534 |